

CHEMIST & DRUGGIST

the newsweekly for pharmacy

January 6, 1990



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Industry chief gets CBE

CTPA airs animal testing worries

Part-time in Essex: Ingrave's new pharmacy

Janssen acquire marketing rights to Sterling OTCs

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...AARRHH...'

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CHEMIST & DRUGGIST

INCORPORATING
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COMMENT

At the end of last October, when the PSNC potentially stirred up a hornet's nest by unilaterally announcing it would no longer support the voluntary compensation scheme set up under Clothier, it cannot have imagined that the Government itself would disembowel the rural regulations without prior consultation. The move to abolish the Rural Dispensing Committees was announced at the end of November as the NHS Bill had its first reading (*C&D*, December 9 p952). The Government may have cause to regret its heavy handed approach, effectively ignoring the medical and pharmaceutical professions on a matter which vexed them for years before compromise agreement was reached.

This week PSNC has made a joint response with the Royal Pharmaceutical Society to the letter from Minister for Health Virginia Bottomley (p4) detailing the procedural changes involved. She made it clear that while the detail of the proposals is open to debate the Government will not be moved from their main thrust. The Government is seeking to simplify the procedure, particularly in rural areas, of admitting new pharmacies to NHS contract. However, it is by no means clear that the removal of pharmacy practice

and dispensing subcommittees at FPC level, and the RDC at national level, will achieve this. The new family practice services authorities, who will have the right to determine whether or not pharmacies will open, may themselves set up subcommittees. And the appeal procedure to one of the 14 regional health authorities may prove just as tortuous as at present. Pharmacists should be concerned that the wealth of experience vested in the RDC, coupled with the dispassionate judgment exercised by it as a national body, is to be lost. There is likely to be inconsistency in regional judgments, even if the RHAs manage to avoid the "emotion often based on misunderstanding which can cloud local decision making". The single RHA appeal body proposed by pharmacy makes better sense.

On the positive side both professions will be grateful if the Government manages to define rurality, something Clothier failed to do. And pharmacy will be pleased if the meaning of relocation of premises is clarified and the current nonsense of the five year rule limiting a fresh application is resolved. The Government must accede to the request for urgent negotiations at ministerial level so that something can be salvaged from the hotch potch.

Pharmacy proposes new body to replace RDC

A national appeals body for rural dispensing decisions — both for rurality and applications has been proposed by the Royal Pharmaceutical Society and the Pharmaceutical Services Negotiating Committee in the face of a proposal to abolish the Rural Dispensing Committee.

The loss of the RDC comes in The National Health Service and Community Care Bill which states that in future Family Practitioner Services Authorities (FPSAs) will be free to determine their own committee structures in the light of local circumstances. Most statutory requirements for existing FPC subcommittees will require a clear majority of lay members.

In a joint letter to Health Minister Virginia Bottomley, PSNC chairman David Sharpe and the Society's president Marion Rawlings, set out the profession's concerns over the future of rural dispensing. The joint view starts with a re-statement of the principle that "has the wholehearted support of the pharmaceutical profession": that the public is best served when each of the professions undertakes the tasks for which its members are specifically educated and trained.

After expressing regret at a lack of consultation, Mr Sharpe and Mrs Rawlings say the proposed abolition of the RDC is a matter of "extreme regret." The RDC with its national perspective has made its decisions in the light of locally expressed views but "free from the emotion, often based on misunderstandings, which can cloud local decision making," they say. The letter praises the RDC's consistency and fair decision-making, in this most contentious of areas.

The letter asks Mrs Bottomley to give further thought to "this exceptional case", but says that if it is finally confirmed that decisions on rural dispensing are to be made at local level, the appeal machinery becomes even more important.

The Government envisages that each FPSA will itself decide

— though presumably some local committee will be set up — on minor relocations, rurality and all dispensing applications.

Mr Sharpe and Mrs Rawlings express concern that in judging pharmacy applications in rural areas, decision makers will first have to ask themselves whether the pharmacy opening would "prejudice the proper provision on pharmaceutical or medical services" — the old criteria used by the RDC — then, forgetting their previous deliberations, decide whether it was "necessary or desirable". They see considerable merit in the two sets of criteria continuing to be considered by different subcommittees of FPSAs,

separately convened and without common membership.

The Bill proposes, in England, the establishment of appeal bodies for each regional health authority (Wales will have alternative arrangements). In proposing a national appeals body, PSNC and RPSGB point out that an increasing problem experienced by the RDC has been the challenging of its decisions by judicial review: appeal committees will lack experience, and inconsistency between regions will itself increase the likelihood of court action.

With change in the offing, the letter also draws the attention of the Minister to a number of long-standing concerns.

Anabolic steroids to join MDA list

Possession of anabolic steroids without a prescription is to become a criminal offence under the Misuse of Drugs Act 1971.

The Home Office will, in the next couple of months, introduce a Statutory Order increasing the scope of the Act, and Britain will follow Norway and Sweden in making possession of anabolic steroids an offence. There is not expected to be any opposition to the measure.

The Government had delayed

legislation for over a year since first announcing its plans to tackle hormone abuse, but the Home Office is said to have delayed progress arguing that steroid abuse is not a serious social problem.

The change of heart is believed to be due to consideration of steroids as potentially destructive agents.

The decision has been welcomed by campaigners against drug abuse in sport.

Welcome for nurse prescribing

The Government has welcomed the report from the Advisory Group on Nurse Prescribing which was published just before Christmas last year.

Health Minister Virginia Bottomley said in a Commons written reply recently that "the Group's major recommendation is that nurses with a district nurse or health visitor qualification should be allowed to prescribe items necessary for the care of those conditions for which they take independent clinical responsibility." The report also suggests nurses working in the community should be able to supply patients with items, or vary the timing and dosage of medicines, within agreed protocols.

The Department of Health has accepted the recommendations in principle. It says it now needs to look at the legal and financial implications and is putting work in hand that will help implementation if the proposals prove viable.

Mrs Bottomley noted that the Government has signalled its support for nurse prescribing on many occasions and the report will now be circulated for comment which should be sent by April 30 to: Nurse prescribing, Department of Health, Room B1208, Alexander Fleming House, Elephant and Castle, London SE1 6EY.

Copies of the report are available free from DH Store, Health Publications Unit, No. 2 Site, Manchester Road, Heywood, Lancs OL10 2PZ.



"Well, that's one New Year's resolution that didn't last long!"

C&D Price Service The correct price for Bextasol inhaler (PIP code 386-664) is £4.50 and not as shown in the January *Price List*. Glaxo Pharmaceuticals apologise for the misleading information and for any inconvenience caused.

Pharmacy competition to stop smoking

The Health Education Authority is to run an incentives competition through the pharmacy healthcare leafletting campaign offering prizes to those who give up smoking on National No Smoking Day.

The "Quit and Win" programme is being run in conjunction with the *Radio Times*, and will tie in with three 10-minute programmes on BBC television, — on planning to give up, giving up, and staying stopped on and around National No Smoking Day itself, Wednesday March 14.

Judith Watt, National No Smoking Day co-ordinator at the HEA, told C&D that the competition will emphasise the positive side of giving up. A holiday for two in St Lucia and colour TV sets are among the prizes which can be won by smokers who give up on March 14 and stay stopped for at least a month.

New vet regs

New statutory lists of veterinary medicines came into force on January 1, and include "due diligence" defence for supplying products against forged orders. A series of further Statutory Instruments, which became law from January 1, include "intermediate feed in various sections of the medicines legislation.

They are: SI 1989 No.2319 The Medicines (Veterinary Drugs) (Prescription only) Order 1989 (£5.90); SI 1989 No.2318 The Medicine's (Veterinary Drugs) (Pharmacy and Merchants' Ltd) (No 2) Order 1989 (£4.30); The Medicines (Medicated Animal Feeding Stuffs) Regulations 1989 (£1.90); SI 1989 No.2322 The Medicines (Exemption from Licences) (Wholesale Dealing) Order 1989 (£0.90); SI 1989 No. 2323 The Medicines (Exemption from Licences) (Special and Transitional Cases) (Amendment) Order 1989 (£0.90); SI 1989 No.2324 The Medicines (Animal Feeding Stuffs) (Enforcement) (Amendment) Regulations 1989 (£0.50), and SI 1989 No.2325 The Medicines (Exemptions from Licences) (Intermediate Medicated Feeding Stuffs) Order 1989 (£0.90).

All available from HMSO.



Red Kooga ginseng, Calcia and Natracalm were three of the products from English grain Healthcare range shown to Her Royal Highness the Princess of Wales on a recent visit to Peter Black (Holdings) plc in Keighley, West Yorkshire. Pictured here are joint chairmen Gorden (left) and Thomas Black (centre) with HRH Prince of Wales

CTPA worried by need for more animal tests

The Cosmetic, Toiletry and Perfumery Association is becoming increasingly worried that new European laws will require more animal testing than current legislation.

One proposal causing concern is a list of ingredients used by the industry and if the list would be open or closed. If closed, any new material might have to provide safety data before it could be included, even if the material was already being used in other

industries. The data would almost certainly involve some animal testing, CTPA believes. If the list was open, the ingredient would be declared but safety data would be required only if it was in doubt.

The second problem in the latest draft surrounds the phrase that products must demonstrate that they are "harmless". How this can be done is unclear, but the looseness of the phrase raises the possibility that testing of finished products might be required. At present there is little testing of finished products on animals.

In September 1989 the industry emphasised to the EC that the draft legislation must be modified to avoid the need for more animal testing. The next draft due in a few weeks and will be studied by the industry and animal welfare groups to see if the arguments have been heeded. The CTPA is working with animal welfare groups to persuade the UK Government to take a firm line with the EC.

The root of the problem is pressure from European regulators and consumer groups for more product safety, leading to more rigorous controls which in turn lead to more animal testing, says the CTPA, which believes the industry is basically safe, with companies already giving a high priority to consumer safety.

The CTPA is also concerned that a proposed change in the definition of "cosmetic" could have serious consequences for products currently classified as cosmetic but on the borderline of medicinal. It could mean that certain cosmetics and toiletries such as fluoride toothpaste could become classified as medicines.

PSNC battles on...

A long Christmas break being taken by Health Secretary Kenneth Clarke means he is unlikely to agree an offer for pharmacy remuneration in time for PSNC's next meeting with the Department of Health on January 10.

However, at the last negotiating meeting at the beginning of December, the Department showed some movement over PSNC's demand that there should be a year end review of the figures used to derive fees and on-cost. The Department has proposed a trigger mechanism whereby the actual payments for core services would have to vary from the negotiated amounts by 3 per cent before a correction could be made.

"As this could represent a loss of over £16 million, or around £1,600 per contractor in a year, this is not acceptable," says PSNC financial executive Mike Brining. "There is no reason why the over or underpayment should not be accurately calculated at the end of each year and the appropriate adjustment made."

Mr Brining also predicts that the Department will offer 6.5 per cent on last year's payment for core services of £498.67m. It has already rejected PSNC's stated 7.2 per cent claim based on the figure of £562.17m which included some £63m paid as lump sums to cover previous underpayments.

DHAs look for 'friends'

District Health Authorities have been urged by Health Secretary Kenneth Clarke to look to the needs of the patients they serve, to become patients "friends", to help achieve the aims of the new look NHS proposed in last year's White Paper on reforming the Service.

"Every district must be in a position to assess the state of health of its resident population and decide on their need for services, ensuring that a comprehensive range of care is secured to meet those needs," Mr Clarke told a conference in London, last month.

The Government is providing £2.75m in 1990/91 to expand the training of public health physicians who Mr Clarke described as "a key group of professionals who are essential to enable districts to perform their new role effectively."

HIV screen explained

Pharmacists are being sent posters and leaflets explaining the anonymous HIV testing programme announced by the Government last year.

Information being sent out by the Department of Health includes a leaflet for patients about blood tests, and how part of the blood may be used for anonymised HIV surveys. The leaflet makes clear that patients can choose not to have their blood tested for HIV; a leaflet for staff to help them answer patients' inquiries, and a poster in eight languages — English, Bengali, Gujarati, Hindi, Arabic, Cantonese and Urdu.

Two surveys — one in sexually transmitted disease clinics and the other in ante-natal clinics — are due to start on January 15. Surveys in some general hospitals are to start later in the year.

Oral insulin comes a step closer

A water-in-oil microemulsion whose lipid components mimic the proportions present in the emulsified fat globules absorbed in the intestine, has achieved a limited success as a transport system for oral insulin in man.

In a letter to *The Lancet*, Dr Yough Cho of the Macromolecular Research Project, Murdoch University, Perth, Australia and Dr Michael Flynn of Isleworth-based developers Cortecs Ltd, report a trial on three insulin-independent human volunteers.

The three men, aged 59, 58 and 35, with diabetes of 25, 31 and 14 years standing, were admitted to a day unit at 7am having discontinued insulin injections since the morning of the previous day. After an hour's rest, oral insulin was administered at a dose of 1iu/kg with 100ml of warm water, and blood collected over 2-4 hours. A glucose drink or food was given.

All three patients showed a substantial reduction in blood glucose, with exogenous insulin supply demonstrated by simultaneous increase in serum insulin. In a long-term trial over six months with oral insulin only, one patient is now taking only 10iu twice a day and the other two 20iu three times a day.

The insulin is held in the aqueous phase of the microemulsion and the oil phase contains lecithin, non-esterified fatty acids and cholesterol in the proportions 2:14:1. The insulin is further protected by the protease inhibitor aprotinin in the aqueous phase, and the whole emulsion sprayed onto carboxymethylcellulose calcium inert carrier and placed in a hard gelatin capsule.

Drs Cho and Flynn say the formulation is designed so that a substantial proportion of the administered dose is delivered to the liver through attachment to the fat globules (chylomicrons) while the remainder enters the circulation in bioactive form.

Community pharmacists in Great Britain dispensed £23.6m worth of benzodiazepines (calculated as net ingredient cost) in 1988, Health Minister Virginia Bottomley said recently in a Commons written answer. Four and a half million prescriptions for diazepam were dispensed; 7.7 million for temazepam; 2.1 million for lorazepam; 4.6 million for nitrazepam and 0.9 million for chlordiazepoxide, according to the Health Minister.



Sue Tempest, senior pharmacist at Derbyshire Royal Infirmary, receives her certificate for the 1989 Vestric travel award from AAH Pharmaceuticals managing director David Taylor. The award helped fund a trip to the USA where Miss Tempest worked alongside clinical pharmacists in the emergency rooms at the University of Illinois and a Chicago Hospital

Which? criticises 'green' labels

A move to an official labelling system for "green" products is supported in this month's *Which?* magazine from the Consumers' Association. The magazine says people are confused by the haphazard way products are currently labelled and feel that some manufacturers are jumping on the bandwagon and using green labels as a marketing ploy.

The magazine gives examples of labels that cause problems. Some make excessive claims: no products can fail to have some sort of negative impact on the environment, says *Which?* so phrases such as "environmentally friendly" are misleading and should be banned. There is a confusing variation in labelling products claimed to be CFC free, and some claims such as "environmentally friendly pulp", "no phosphates", "no optical brighteners", are not explained, so customers are unable to make an informed choice, says the magazine.

Some claims are unrealistic, says *Which?* For example, some plastic bottles carry labels saying they can be re-cycled but recycling schemes and collection points for such materials are currently few and far between.

Which? welcomes the Government's support for an official European labelling scheme, but says it has two major reservations. First, the whole life cycle of products should be assessed. For example, a product may qualify for a green label on the ground that it does not pollute the environment while in use and is biodegradable after use, but it could still have a harmful impact during production, packaging and distribution processes.

Secondly, a simple pass/fail system of awarding green labels for a minimum of three years could fail to keep pace with technological developments in industry. *Which?* suggests an alternative would be a grading system so that the less impact on the environment a product makes the more stars it is awarded.

■ Upjohn's lotion for baldness — Regaine — does not work for most people, says this month's *Which?* magazine. A one year study in the USA involving 2,300 men found that only 8 per cent had cosmetically significant hair regrowth after treatment, says *Which?* Even for the lucky few the effect decreases after a year, says the magazine. The treatment is not cheap and is available only on private prescription. "With less than a 1 in 10 chance that it will have the desired effect, it's a gamble at £30 or more a month," concludes *Which?*

Flu update: Despite a drop in GP consultations over the Christmas break, the latest reports of "epidemic influenza" confirm that the worst is over. According to the Royal College of General Practitioners' Birmingham research unit, cases were down to 91 per 100,000 during December 20-26, compared with 260 per 100,000 the previous week.

Glasgow police are still investigating two armed raids in a week on Tollcross Pharmacy. In the first on December 13 two men, one armed with a metal bar, threatened staff and forced them to hand over cash. A few days later a gunman escaped with a small sum of money and some Controlled Drugs.

Rorer recall Pacitron over tryptophan

Two batches of Pacitron, 9L47PC and 9L48PC, are being withdrawn by Rorer Pharmaceuticals as a precautionary measure following the Department of Health's warning over dietary supplements containing L-tryptophan (*C&D*, December 2, p906). Pharmacists should return any stocks of the above batches to wholesalers.

Rorer say that the batches, distributed during October and November 1989, were manufactured using L-tryptophan from one particular source that may be associated with a high incidence of eosinophilia-myalgia syndrome (EMS), although no causal link has been established.

"We are doing this because we want to be extra cautious," Dr Joanna Horobin, Rorer's medical director told *C&D*. No occurrence of EMS has been reported in association with Pacitron and no other batch contains material from the particular source in question, says Dr Horobin.

L-tryptophan is supplied to Rorer by two Japanese companies, only one of which is implicated in the DoH warning. The rest of Rorer's supply comes from another company that is also used by E. Merck, manufacturers of Optimax, says Dr Horobin. Mr Wilkinson, managing director of E. Merck, says they only use one supplier of L-tryptophan and no incidence of EMS has been reported.

The problem appears to be due to an unidentified contaminant of L-tryptophan arising during manufacture possibly linked to a change in processes from chemical synthesis to fermentation, says Mr Wilkinson.

Over 400 cases of the syndrome, characterised by intense eosinophilia and myalgia, have been reported in the US in association with OTC dietary supplements containing L-tryptophan, but none have been reported in the UK to date, says the Committee on Safety of Medicines.

Patients should continue their existing medication unless otherwise advised by their doctor, says the CSM in the latest issue of "Current Problems".

PSNC wish to advise that the blue nomination form for the 1990 LPC elections contains a minor error. Note 1 on the reverse should read: "All nominees must be non-employee elected members/officers of a local LPC....".

Offers with a difference

In the day-to-day running of my pharmacy I have found that the NPA's business services are indispensable. The range of facilities which they provide, and the helpful staff at Mallinson House, have been a comfort in my moments of distress.

I do, however, have one complaint which does not directly relate to the NPA but to its recommendation of certain products. The NPA *Supplement* arrives with glossy brochures advertising ornate drug jar reproductions or electrical devices. I usually file these in the bin, but was impressed by an advertisement for a dehumidifier which after much consideration I ordered. "What have I to lose, it's the NPA," I thought.

It arrived two weeks later, accompanied by a phone call from the distributors to say that the "special bargain price" really only referred to NPA members in England, Scotland and Wales, and they would have to add £35 for delivery. Explaining that it had already arrived and that I might cancel the order, they decided to let me have it at the advertised price.

'The NPA Board should note that Northern Ireland pharmacists are full NPA members'

It performed well for four months and then stopped. I contacted the NPA. The outfit concerned had gone bust so the NPA contacted the parent company for me. They didn't like the collection charges so it was agreed to have it fixed locally. Having had the repairs done there was a dispute about the cost and I lost out badly. Six months later at the start of the Winter, when I needed it most, it broke down again. I have given up!

Another NPA "offer", this time for labels, also did not apply to Northern Ireland. The competitive price had £10 added on for delivery, and supply would not be made within 14 days as guaranteed in the glossy ad. Whereas I have no complaint with the NPA, these offers come with the recommendation of the NPA Board. I wish it would note that Northern Ireland pharmacists are "full" NPA members and if suppliers are advertising in NPA literature then the offer should apply to us as well.

From a Northern Ireland community pharmacist.

TOPICAL REFLECTIONS

by Xrayser

Up-front

I enjoy the up-front, available-on-demand way I practise pharmacy, where the patient feels confident to ask without having to apologise or make an appointment. Increasing respect is being generated which, if not expanding my hat size, does raise my spirits. Down to earth then, with a bump, when asked for that "sore throat remedy advertised on the television". Shame on me. I was obviously watching the other channel, or otherwise engaged at the time. No amount of alternative offerings were sufficient. Off he stomped in high dudgeon to the opposition who, I am sure, knew exactly what he wanted.

My professional pride was injured and my ego deflated, but I wonder whose fault it really was? If medicines are advertised on television, whether I agree with it or not, I have a responsibility to the patient to be aware of current campaigns. Then, armed with this knowledge and exercising my professional judgment, I should be able to gently advise the appropriate medication, whether or not it is the particular remedy requested.

That at any rate is the ideal. Reality is another matter. I only know that I was unable to satisfy an inquiring patient, unfortunate when usually the information is readily available in the "On TV" column of my favourite trade journal! New Year's resolution No. 1.

Handy first aid!

My thanks to John Goulding (business services manager, National Pharmaceutical Association) for reminding me of the availability, at a concessionary price, of the St Johns authorised first aid manual through the NPA. His complimentary copy will be avidly consumed and I recommend its purchase to all community pharmacists. I still feel, however, that academic knowledge should be complemented by practical courses — properly funded, and no excuses!



NHS mechanics

The mechanics of control of NHS pharmaceutical services are under attack by a sabre rattling Government intent on achieving the most cost effective supply service, while totally ignoring the vital professional input into primary health care that pharmacy provides. I find particularly frightening the prospect of vital

independent decisions, presently made by pharmacy practice subcommittees and the Rural Dispensing Committee being taken by the new look, lay dominated family practitioner service authorities.

This view is echoed by many but so far without any statistics to back up the change in pharmaceutical availability to the public brought about by these two systems of control. If we believe, as I do, that their retention is vital then we need information, fast. If PSNC has the statistics then let us see them. If not a very rapid practice research project is called for.

Frustrated!

The economics of stocking rarely requested ethicals means that occasionally I have to order in drugs for patients, or if their need is urgent, suggest they try elsewhere. This situation, though regrettable, is inevitable. But what really infuriates me is when I'm presented with a script for a branded generic I do not stock.

As in the Reflex/Ceporex case of a few years ago, I lay myself open to a service hearing if I substitute without first contacting the prescriber, yet the patient suffers an unnecessary delay in commencing treatment. There can be no justification for the introduction of branded generics where the only motivation is pecuniary. Unless an advance in formulation can be demonstrated, then licence applications for such products should be refused.

Trade fairs, exhibitions and conferences in 1990

Fachausstellung Pharmazie und Medizintechnik, February 16-18 Killesberg Exhibition Ground, Stuttgart, FRG. Details from CES (Overseas) Ltd, tel: 01-236 0911.

In-Cosmetics, March 6-8, NEC Birmingham. Details from Evan Steadman Services Ltd, tel: 0799 26699.

Retail EFTPoS & Financial Services '90, March 14-15, London. Details from Spectra Retail Concepts, tel: 0734 320177.

Cosmetic Ingredients Europe, March 21-23, Rhein/Main Halls, Wiesbaden, FRG. Details from Alexander Senger, Expoconsult, The Netherlands, tel: +31-3465-73777.

Generics and parallel imports, March 27-28, Heathrow. Conference. Details from Sharon Keizer, Nicholas Hall & Co, tel: 0702 433422.

Institute of Pharmacy Management International, 9th annual weekend meeting, March 30-April 1, Blossoms Hotel, Chester. Details from Ian Jones, tel: 0274 733466.

European Society of Regulatory Affairs, April 1-3, Scanticon Conference Centre, Helsingør, Denmark. "Meeting the consequences of 1992 with regulatory affairs". Details from Banks Sadler Ltd, 15 Pratt Mews, London NW1 0AD, tel: 01-388 9101.

Shop-Tech '90 & Expo Shop '90, April 1-4, NEC Birmingham (Hall 2). Details from Lee Welham, Batiste Exhibitions & Promotions, tel: 01-340 3291.

Giphac, for the pharmaceutical and cosmetic industries and perfumery, April 2-5, Paris North Villepinte Exhibition Centre, Hall 6. Details from Dominique Lecaillon, 42 Rue du Louvre-BP551, 75027 Paris Cedex 01 or Patricia Gray at Pelham Promotions, tel: 0279 78371.

Portable Computer & Data Capture Systems, April 4-8, Brighton Metropole. Details from Sue Newman, RMDP, tel: 0273 722687.

Helfex '90, the 10th international healthfood trade exhibition and convention, April 8-9, NEC Birmingham (Hall 8). Details from Cynthia Robinson, tel: 01-398 9888.

The Primary Healthcare Services Exhibition, April 9-11, Archbishop Holgate's, Hull Road, York. Details from British Exhibitions centred at York, PO Box 9, York YO3 6PB.

Cosmoprof '90, April 22-25, Bologna, Italy. Details from Cosmofiere Srl, Corso Sempione 2, 20154 Milano, Italy, tel: 02/3494202 or 02/3494168.

Self-Medication in Europe, April 24-25, Heathrow. Conference. Details from Sharon Keizer, Nicholas Hall & Co, tel: 0702 433422.

Vantage Convention, April 26-29, Sheraton Hotel, Rome. Details from Erica Mace, tel: 0928 717070.

Shopex International and 25th Interior Design International, May 13-17, National Hall, Olympia. Details from Paul Murphy, AGB Exhibitions, tel: 01-868 4499.

Clinical Dermatology in the year 2000, May 22-25, The Barbican, London. Details from The Organising Secretariat, CCT Presentations Ltd, 50-52 Union Street, London SE1 1PB.

Afro Hair & Beauty '90, May 27-28, Kensington Town Hall, details from Maureen Dunn, tel: 01-365 1246.

Phytolia 1990, May 30 to June 1, La Villette Center for Science and Industry, Paris. Details from Cabinet MDC, Michele Duval Communication, 5 avenue de

Contades, BP 1807, 49018 Angers Cedex. Tel: (33) 41 87 00 32.

The Green Consumer Goods Fair 1990, June 2-5, The Business Design Centre, London. Details from Stephen Richards, Exclusively Exhibitions Ltd, tel: 0727 37118.

Cosmetics & Toiletries in Europe, June 19-20, Heathrow. Conference. Details from Sharon Keizer, Nicholas Hall & Co, tel: 0702 433422.

EPOS Europe '90, May 29-June 1, Montreal Convention Centre, Switzerland. Details from Sue Newman, RMDP, tel: 0273 722687.

Beauty International '90 & Professional Beauty, June 24-26, Olympia II. Details from Marian Richardson, Maureen Cropper Associates, tel: 01-498 1011.

Scan-Tech UK '90, June 26-28, NEC Birmingham (Hall 6). Details from Stella Stiegeler, Aim UK, tel: 0422 359161.

AESGP Convention, June 27-29, Brussels. Further details from Gopa Mitra, PAGB, tel: 01-242 8331.

Body Business, national health and fitness exhibition, June 28-July

1, Alexandra Palace, London. Details from Marcus Publishing plc, tel: 0604 20755.

The Health Show, July 5-8, Olympia II. Details from Lucy Cook, Swan House Special Events Ltd, tel: 01-783 0055.

The UK Own Label Exhibition, September 1-3, Novotel, London. Details from Sue Newman, RMDP, tel: 0273 722687.

FIP 50th Congress, September 3-7, Istanbul, Turkey. Details from FIP, Alexanderstraat 11, 2514-JL, The Hague, Netherlands.

British Pharmaceutical Conference, September 10-13, Cardiff. Details from RPSGB, tel: 01-735 9141.

Neighbourhood Retailing, September 9-11, Wembley. Details from Maurice Hoare, MGB Exhibitions, tel: 01-302 8585.

Point of Sale Europe '90, September 18-20, Business Design Centre, Islington, London. Details from Lee Welham, Batiste Exhibitions, tel: 01-340 3291.

EPOS '90, September 18-21, Alexandra Palace, London. Details from Sue Newman, RMDP, tel: 0273 722687.

Chemex '90, September 23-24, Olympia. Details from Maurice Hoare, MGB Exhibitions, tel: 01-302 8585.

Cosmotrend — International Cosmetics Perfumery and Pharmaceutical Trade fair, September 30-October 2 Ghent, Belgium. Details from J. Haigh Exhibitions, 14 Station Way, Peckham, London SE15 4RX, tel: 01-639 7265.

Unichem 1990 Convention, October 2-9, Hotel del Coronado, San Diego. Details from Soler Touriste, tel: 01-391 2525.

Society of Cosmetic Scientists, 16th IFSCC, October 8-11, The New York Hilton. Details from SCC, Suite 1701, 1995 Broadway, New York, NY 10023.

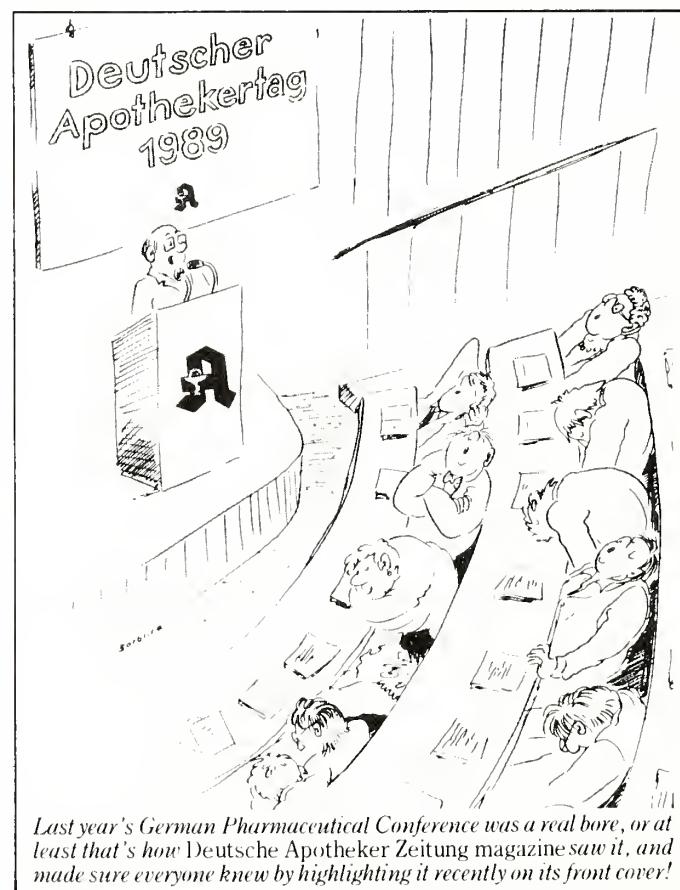
Naidex, National aids for the disabled and elderly exhibition, October 17-19, Alexandra Palace, London. Details from Naidex Conventions Ltd, tel: 0892 54402.

CTPA annual conference, November 1-2, Garden House Hotel, Cambridge. Details from Mrs D. Smurthwaite, CTPA, 35 Dover Street, London W1X 3RA, tel: 01-491 8891.

EFTPoS and Home Services, November 20-22, Sheraton Hotel, Edinburgh. Details from Sue Newman, RMDP, tel: 0273 722687.

Interphex '90, November 20-23, NEC Birmingham. Details from Dominique Loral, tel: 01-948 9943.

Parfexpo, December 3-7, Geneva. Details from Symporg SA, 108 Route de Frontenex, 1208 Geneva, Switzerland.



SCRIPT SPECIALS

Istin

Pfizer are launching a new calcium antagonist, Istin, on January 12. The active ingredient amlodipine is a member of the dihydropyridine group (eg nifedipine, nicardipine) and inhibits influx of calcium ions into cardiac and smooth muscle.

Istin has a long elimination half-life of about 35 to 50 hours and is given as a once daily dose in the treatment of hypertension and angina.

Manufacturer Pfizer Ltd, Sandwich, Kent

Description White round, convex tablets containing 5mg and 10mg amlodipine as the besylate salt. 5mg tablets are coded "Itn 5" and 10mg "Itn 10" on one side, both are coded "Pfizer" on the reverse.

Uses Treatment of hypertension alone or in combination with a thiazide diuretic, beta blocking agent or angiotensin converting enzyme (ACE) inhibitor. Treatment of stable angina as monotherapy or in combination with other antianginal drugs in patients with angina that is refractory to nitrates and/or adequate doses of beta-blockers.

Dosage Initially 5mg once daily which may be increased to a maximum of 10mg daily depending on individual response. No adjustment is needed when given with thiazide diuretics, beta-blockers or ACE-inhibitors.

Side effects Headache, oedema, fatigue, nausea, flushing and dizziness.

Contraindications, warnings,

etc. Do not use in patients with a known sensitivity to dihydropyridines or during pregnancy or in women of childbearing potential unless effective contraception is used. Use carefully in patients with liver disease as amlodipine half-life is prolonged in patients with impaired hepatic function.

Supply restrictions POM

Packs Calender packs of 28 tablets, 5mg (£11.85) and 10mg (£17.70)

Product licences 5mg 0057/0297; 10mg 0057/0298

Issued January 1990

All change for Sandocal

Sandoz are launching a reformulated Sandocal tablet to replace the old formulation, and are introducing a tablet providing 1g of calcium.

Calcium carbonate is included in the new tablets along with calcium lactate gluconate. Both are sucrose free containing aspartame and are citrus flavoured. Both strengths are white, round, flat-faced effervescent tablets with a slightly rough surface. Sandocal 400 (5 tubes of 20 £7.37) contains 930mg calcium lactate gluconate and 700mg calcium carbonate and provides 400mg calcium (10mmol) and 1.189g anhydrous citric acid.

Sandocal 1000 (3 tubes of 10 £6.63, both prices trade) contains

2.327g calcium lactate gluconate and 1.75g calcium carbonate and provides 1g calcium (25mmol) and 2.973g anhydrous citric acid.

The dose is one to four tablets of Sandocal 400 and one to two of Sandocal 1000. The product licences of these pharmacy only medicines are 0101/5043R and 0101/0205 respectively. *Sandoz Pharmaceuticals*. Tel: 0276 692255.

quality control values are also included on labels.

BM Test 1-44 has a new catalogue number (1179446) and prices are unchanged. *Boehringer Mannheim UK (Diagnostics & Biochemicals) Ltd.* Tel: 0273 480444.

BRIEFS

Degussa Pharmaceuticals say that from January 15 the marketing and supply of Mitoxana vials and Uromitexan ampoules will be transferred to them. *Degussa Pharmaceuticals Ltd.* Tel: 0223 423434.

Fisons have introduced a calendar pack of Frusene tablets (56 £4.90 trade) presented as four strips of 14 tablets. *Fisons plc Pharmaceutical Division*. Tel: 0509 611001.

UCB Pharma have taken over the marketing of Aminogran food supplement and mineral mixture from Allen & Hanbury. *Farillon Distributors Ltd.* Tel: 04023 71136.

Endoxana 50mg tablets will be added to the existing Endoxana product range now marketed by Degussa. The price is unchanged. *Degussa Pharmaceuticals Ltd.* Tel: 0223 423434.

Abbott have added asparagus flavour to the Ensure range. *Abbott Laboratories Ltd.* Tel: 0795 580099.

Pluserix MMR vaccine is now only available through the Government Central Contract and is no longer being distributed through wholesalers, say *Smith Kline & French Laboratories Ltd.* Tel: 0707 325111.



BLISS FOR TROUBLED LIPS

When your customers have lip problems, the best advice you can give them is Blisteze Cream.

- Anti-viral/Anti-bacterial action
- Stimulates regeneration of damaged lip tissue
- Helps prevent infection
- Protects lips against wind and cold
- Can be used under lipstick



BLISTEZE - BLISS FOR TROUBLED LIPS

DENDRON LTD., 94 RICKMANSWORTH ROAD, WATFORD, HERTS, WD1 7JJ TEL (0923) 229251

COUNTERPOINTS

Two spray-on conditioners from Wella

Two spray-on conditioners — perm revitaliser and hair restructurant — have been added to the Wella Balsam range.

The perm revitaliser (£1.99) is said to help prolong the life of a perm by strengthening the cortex from within the hair shaft as well as by protecting the hair on the outside. It can be used on wet hair or to refresh curls between washes.

The hair restructurant (£1.99) has been developed for the 36 per cent of women who have fine, flyaway hair. Natural resins and cationic polymers add volume to each hair strand, improving texture and condition and making the hair easier to style. It should be applied to freshly-washed, towel-dried hair.

Both products come in 150ml pump-action, pearlised cream bottles which are colour coded in lilac for the perm revitaliser and pink for the hair restructurant.

To support the launch, display trays, header cards and consumer leaflets are available and 50ml trial sizes will have a recommended selling price of £0.49. An £800,000 advertising campaign for the Wella Balsam treatment range, starting with the two new products, will run this Spring in women's magazines such as *Vogue*, *Cosmopolitan*, *New Woman* and *Marie Claire*. Wella Great Britain. Tel: 0256 20202.

Contrasts

The latest in the line of "young" hairbrushes from Addis is the Contrasts range. These small, lightweight, vented hair brushes come in black or white, with contrasting bobbles.

Packed in display trays of one dozen, comprising six of each of the two colours (£5.91 trade), the hairbrushes have a recommended selling price of £0.85. Addis Ltd. Tel: 0992 584221.

Roc enrich sun care range

Two new vitamin E enriched after-sun products are being introduced to Roc's sun care range.

Roc calming cream (40ml, £6.35) contains enoxolene, glycosaminoglycans and glycerol to soothe and moisturise sunburnt skin. A light, non-greasy lotion, it is recommended for all skins, including children's.

Roc soothing lotion (150ml, £6.15) contains a tyrosine derivative which is claimed to help prolong a suntan, enoxolene to soothe and refresh the skin, glycolipids to moisturise and help delay peeling, and other moisturisers polyglycerol ester and sodium pyroglutamate.

Both products will be sold in from February. Opaque total sunblock is now presented with an orange flash and brown text, bringing it in line with the rest of Roc's sun care range.

The range will be supported from May in the women's Press, including *Elle*, *Essentials*, *Cosmopolitan*, *Good Housekeeping*, *She and Company*. Merchandising material will include counter showcards and merchandisers carrying the new visual, window cards, consumer leaflets, a sun advice card and a technical sheet for the new after-



sun products, plus free trial-size samples.

In February, Roc will be offering a moisturising and cleansing, cross sampling promotion. Special acetate packs containing their best selling moisturisers — moisturising cream for normal/combination skins (£9.75) and amino-moisturising cream for dry skins (£10.75) — are to be offered to customers with a gift of Roc's cleanser and freshener (20ml). Support material will include a counter showcard and the moisturising creams will retail at their usual prices. *Laboratoires Roc (UK) Ltd.* Tel: 01-823 9223.

Stoppers four month campaign

A.H. Robins, distributors of Stoppers tobacco substitute lozenges, are running a sponsored "stop smoking" campaign until April to support New Years' resolutions, national "No Smoking" day (March 14) and Budget day (March 13).

Information leaflets, which include a sponsor form, will be available from the A.H. Robins salesforce, or direct from the

company. Proceeds will go to the National Trust, Cancer Relief and Stoke Mandeville Hospitals. For each form returned with proof of purchase of Stoppers, A.H. Robins will donate 50p. POS includes showcards and "no smoking" signs together with outer boxes for window display. The promotion coincides with an intensive advertising campaign in the national daily Press during the first half of this year. *A.H. Robins Co Ltd.* Tel: 0293 560161.

Nutricia Dietary Products Ltd have changed their pricing policy and will no longer be issuing retail prices. In consequence these will be removed from the *Chemist & Druggist Price List*.

New look Ladycare

The Ladycare range of nutritional supplements will be in redesigned packaging from February.

Booker Nutritional Products say the new design, in soft pastel colours with a butterfly emblem, emphasises the brand's femininity and gives the range a stronger identity. The relaunch will be supported by Press advertising.

Ladycare brand manager Kath Thompson says the brand is one of their priority ranges and has been performing particularly well in the pharmacy sector. The market for specially formulated feminine supplements is worth around £25 million at rsp. *Booker Nutritional Products*. Tel: 0932 336366.

Sanatogen C gets higher

Fisons Consumer Health are launching high dose Sanatogen vitamin C tablets.

Packed in tamper-evident containers, each tablet contains 500mg of vitamin C designed for once daily dosage (£0.299). Each tablet, marked with an orange segment design, contains natural orange flavouring and is free from preservatives, starch and gluten. *Fisons plc Consumer Health*. Tel: 0509 611001.

C&G aim vegetarian

Cow & Gate are making changes to the format of their babymilk packs to highlight their suitability for vegetarians.

The statement "No beef fat" and further information on suitability is being included on Premium and Plus tins and cartons of ready-to-feed babymilk. New material will emphasise the message. The new packs are now appearing on-shelf. *Cow & Gate Ltd.* Tel: 0225 768381.



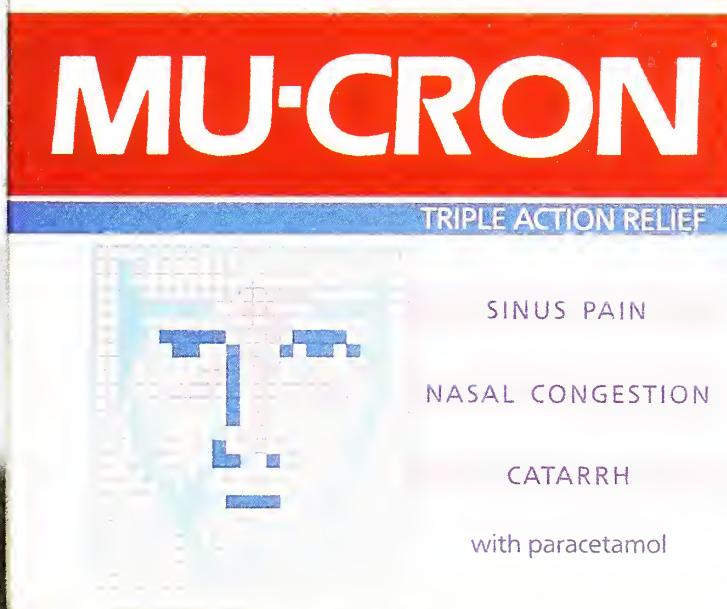
Otrivine

Decongestant

NASAL SPRAY

Adult formula

CIBA



**To make them even more effective this winter
we've given them £1.7million of air.**

This winter, our two leading OTC decongestant brands will really be opening up the airways.

We've launched commercials for both Otrivine and Mucron worth a combined £1.7million of national television airtime.

Both of these brands are exclusive to pharmacies, of course.

So you could say we're actually encouraging congestion this year. But only in the queue for your till.

Razor blade sales are up

Although the future of the razor blade market is secured, it is a very difficult market to make predictions about, claims a recent EIU retail business report.

However, a marked increase in the sector for 1989, to £75m, up 15 per cent on 1988 figures, is predicted. The increase is a reflection of volume growth and a switch from the cheaper disposable to the more expensive system blades, says the report.

It stressed that the double edged sector will continue to decline this year — it now accounts for only 8 per cent of the market. Now, young wet shavers tend to favour system or disposable methods instead.

Disposables grew by 67 million units in 1989 and systems by 39 million units. However, growth in disposables sales has slowed since the beginning of 1988 and their share of the market last year declined slightly to 63 per cent. Increased demand for system blades has been led partly by manufacturers' promotional campaigns.

Although chemists accounted for 37 per cent of distribution in 1981 they have since lost ground and their share was down to 29 per cent in 1988.

The decline is the result of the emergence of drugstores which have taken 16 per cent of the market and grocers whose share has climbed from 30 to 43 per cent over the past seven years.

Over the last five years, Gillette have consistently been the main spender on media advertising followed by Wilkinson Sword and then Bic. In total, £64m was spent advertising blades and razors in 1989, up £1m on the 1988 figure.

The market is now almost completely mature. However, the report predicts some "clear trends" for the next two years. It foresees little likelihood of any resurgence in the double edge blade sector and a growing demand for economy shaving which will continue to boost the disposables sector. The report (£53) comes from *The Economist Intelligence Unit, 40 Duke Street, London W1A 1DW*.

Honeyrose have taken over the distribution of the Chiltern Healthcare product range from Norgine Ltd. The Chiltern range comprises the Makatussin range of sugar-free lozenges and Dr Ernst's aromatherapy baths and herbal teas. Honeyrose have also taken back their own herbal cigarettes and Cigastop from Chefarco. *Honeyrose Products Ltd. Tel: 0449 612137.*



Scholl bring foot and leg care together

Scholl Consumer Products are planning to bring together all their footcare and hosiery products under the banner of "foot and leg care centres".

The aim is to present the range in a more cohesive way. Previously there has been a tendency to group the products by type. In the new foot and leg care centres, footcare, support and hosiery and health footwear will be displayed according to need.

Research has identified three key groups of consumer: the "problem foot and leg group" of women over 45 years who suffer from corns, callouses, shoe problems and aching legs or venous problems; the "foot and leg care group" of women aged 25-55 who experience rough dry skin, poor circulation and tired feet and legs; and the "hygiene group" of men aged 18-45 and women aged 25-50 whose main concerns are foot odour and perspiration, athletes foot, etc.

The new modular display can be adjusted to suit the size of the pharmacy and a selection of all products can be accommodated in 2-3 metres. Scholl hope that at least one pharmacy in each town will carry the units, which are currently being tested in about 10 pharmacies across the UK.

The different product groups are colour coded and this coding is carried through to consumer leaflets and a brochure for pharmacists on healthcare for feet and legs. An educational poster is available and there will be training courses for assistants.

The advertising spend will increase substantially this year, with a campaign in women's magazines and newspapers targeted to the key consumer groups. Scholl believe they are

well positioned to take advantage of the growing numbers of elderly people who wish to remain active.

This year, the company is also planning to develop its business strategy of acquisition or obtaining new brands under licence. The aim is to identify business opportunities as yet unexploited by the pharmacy trade, or existing products which need more effective marketing activity.

Managing director Ray Thomas says they are looking at markets that are growing, those with a strong niche position, those where the pharmacist's professional expertise is needed, where display is critical and where the customer is offered added value. The brands taken over from Bayer (Natrena, Sionon, Limmits and Autan) are examples.

They hope to develop business relationships with partners who possess substantial technical expertise in a particular sector, and are committed to Scholl's marketing efforts. *Scholl (UK) Ltd. Tel: 01-253 2030.*

Bantrex goes to Charwell

Charwell Pharmaceuticals have acquired Bantrex anti-dandruff shampoo from Broad Laboratories for an undisclosed sum. Charwell say they are committed to developing the brand's strengths, starting with a £150,000 advertising and promotional spend at the end of this month. *Charwell Pharmaceuticals Ltd. Tel: 0420 88174.*

Relax with Babyliss

Babyliss brings soothing relief to tired, aching muscles in those hard-to-reach places. Bodyflex is a new, tube-like vibro-massager. It wraps around the body and brings relief to aching muscles the company claims.

Battery operated, Bodyflex is about 4ft long, lightweight and comes with a Velcro fastener for hands-free massaging. There are two speeds which allows for a gentle massage or a more vigorous speed which is said to stimulate blood flow. The unit is available in pink or blue priced at £17.95.

Active Sun from Babyliss is a mobile mini sun lamp for top-up tanning on face and shoulder. It retails at around £27.95. *Babyliss (UK) Ltd. Tel: 0420 85857.*

Aidee launch fragrances

Aidee International are launching their first new product range following acquisition by Price's last year.

"Original Victorian Violets" is a range of seven lines with a violet fragrance and delicately designed packaging. The range includes a Victorian hat pomander and a soap dish with guest soap, a dimple bottle (16ml) and a classic opal flask (28ml) of eau de parfum, an oval drum of talcum powder (75g), a box of six bath cubes and a gift pack of 2 by 25g guest soaps. Prices range from £2-£2.50.

A free sales merchandiser unit and "tester" bottle is included in the opening deal. The range is supported by a national sales network. *Aidee International Ltd. Tel: 0626 833081.*

More Organic Products

The Organic Product Co has launched two new products to its portfolio of cruelty-free herbal face and body preparations.

Jojoba face mask (60g £2.45) is a gentle clay cream with extracts of jojoba, which moisturises dry, mature and sensitive skins.

Eye make-up remover cream (15g £1.50) is a fragrance-free cream combining the healing benefits of aloe vera, which will remove eye make-up, without causing irritation. *Organic Product Co. Tel: 01-478 1062.*

Save on footcare

New Year offers from Scholl allow consumers the chance to save up to £2 on selected footcare products. From this month promotional packs of Scholl extra soft felt corn pads (oval and round) and extra soft felt callous pads will contain a booklet of six vouchers worth £2.

The vouchers allow 10p off extra soft felt pads, 20p off Hidden Comfort high heel insoles, 25p off soothing foot bath, 20p off Air Pillo insoles, £1 off Soft-Step sandals and 25p off Lite Legs support tights. Consumers can also send off for a free leaflet on footcare.

To encourage trial Scholl Footcare are also offering twin packs of athlete's foot spray (usual price £1.99) and athlete's foot powder (usual price £1.75) at the special price of £2.99 during January and February, giving a saving of 75p on both products.

Promotional packs are offered at a gross trade price of £22.46 for a dozen packs. *Scholl (UK) Ltd. Tel: 01-253 2030.*

Dior lips

Parfums Christian Dior have launched a lip-liner crayon

complete with a brush and sharpener.

The crayon makes correcting an outline or altering a contour "child's play" according to the company.

The brush should be used to blend the lip contour or to apply lipstick say Dior, while the crayon will outline the lips.

The lipliner (£6.25) is available in shades co-ordinating with all Dior lipsticks. *Parfums Christian Dior (UK) Ltd. Tel: 0273 515021.*

Aqua Libra into Boots

Herbal fruit drink Aqua Libra has got its first major listing in the chemist sector with Boots.

Manufactured by a company called Callitheke, Aqua Libra is said to be based on an original Swiss recipe and contains passionfruit and apple juices, extracts from melon and fresh tarragon, sunflower and sesame seeds and Siberian ginseng.

Receptive to the current interest in health drinks Callitheke, who also market Dexters and Purdey's multivitamin drink, say they plan to increase their range of non-alcoholic drinks. *Callitheke UK Ltd. Tel: 0279 639852.*

ON TV NEXT WEEK

GTV Grampian	U Ulster	SK Sky
B Border	G Granada	STV Scotland (central)
C Central	A Anglia	Y Yorkshire
CTV Channel Islands	TSW South West	HTV Wales & West
LWT London Weekend	TTV Thames Television	TVS South
C4 Channel 4	TV-am Breakfast	TT Tyne Tees
	Television	

Atriox:	All areas
Beecham Hot Remedies:	All areas
Canderel:	All areas
Contac 400:	STV,C,A,HTV,TVS & LWT
Coughcaps:	All areas except C4 & TV-am
Day & Night:	All areas
Day Nurse:	All areas
Jaap's:	STV
Lemsip, Lemsip Linctus & Lemsip Expectorant:	All areas except C
Listerine:	All areas
Minadex:	TV-am
Mucron:	All areas except CTV & TV-am
Nicobrevin:	All areas except CTV,LWT & TV-am
Night Nurse:	All areas
Nurofen:	All areas
Otrivine:	All areas except CTV & TV-am
Rennie:	All areas except U,CTV,C4 & TV-am
Samsara:	STV,G,C,LWT,TT
Sinutab:	All areas
Throatices/Throatices Extra:	TV-am
Zubes:	G,Y



Cussons launch Mild Cream soap

Cussons are aiming for an even higher share of soap sales by launching Cussons Mild Cream in place of their long-established Cold Cream soap.

A new feminine shape and improved packaging accompany the new name. The result is a lightly fragranced, pure white soap with moisturisers to help keep the skin soft. At £0.27 per bar (£0.75 for a four-pack) it creates its own "budget-beauty" position, say Cussons.

Cussons Mild Cream is already a major brand, claims the

company. Starting with its predecessor's 1.7 per cent market share, it is ahead of many heavily advertised soaps despite previously limited distribution.

"Beauty soaps are going to be one of the key development areas of the 1990s," says Cussons sales and marketing director, Bob Jones. In changing from Cold Cream to Mild Cream, Cussons say they have invested significantly in the manufacturing process to enhance the soap's quality and performance. *Cussons (UK) Ltd. Tel: 061-792 6111.*

A natural haircare trio

Brewhurst Health Food Supplies Ltd have introduced three natural hair care ranges from manufacturers for whom they have been appointed UK distributor. All products are free from animal by-products and none are tested on animals, it is claimed.

From Mill Creek Natural Products Inc comes a range of shampoos, conditioners and styling products which are free from CFCs. These are keratin shampoo (50ml £0.39; 250ml £1.85) and conditioner (50ml £0.39); jojoba shampoo with keratin (50ml £0.39; 250ml £1.85) and jojoba conditioner with nucleic acids (500ml £2.49), aloe vera shampoo (250ml £1.85), and conditioner (250ml £1.95), plus a styling gel (200ml), foaming liquid mousse (150ml) and a soft hold and extra hold conditioning hair spray (all £2.95).

From Shikai Products comes a range of non-soap, non-detergent hair cleansers containing an

extract of shikakai. The range includes shampoos for normal and oily, fine or dry hair, and a permed hair formula containing lanolin and aloe vera (all 355ml, £3.75). There is a conditioner made from oil of the alma berry with jojoba and protein (355ml, £3.75), plus henna gold shampoo and conditioner (both 355ml £3.75).

Completing Brewhurst's hair care range are Sleepy Hollow Botanicals shampoos and conditioners which are oil-free. *Brewhurst Health Food Supplies Ltd. Tel: 0932 354211.*

Bellissima is a collection of new colours from Orlane. There are three lipcolours (£8) with harmonising nail lacquer (£6.50), two shades of powder blush (£11.50) three duo eyeshadows (£10.50) and a bronzing powder, soleil Venitien (£11.50), which may be brushed lightly over the complexion or used to highlight different areas. *Orlane Ltd. Tel: 0252 724090.*

NUROFEN. AS RECOMMENDED BY PEOPLE IN WHITE COATS.

The first alternative painkiller in pharmacies since the 1950's - ibuprofen - has already brought relief to millions.

It has proved to be more effective than both aspirin and paracetamol in the treatment of mild to moderate pain. Compared to aspirin, it is gentler on the stomach.



Unlike paracetamol and codeine it helps reduce inflammation. The pharmacy profession welcomed ibuprofen with open arms.

Customers who have tried it, swear by it.
Small wonder people in white coats recommend it.

NUROFEN



Behind the best names

Pharmalift saves space

Kardex Systems (UK) Ltd say their Pharmalift storage and retrieval system saves floor space and speeds up item selection for efficient dispensing.

Claimed to be more compact than other storage options, Pharmalift operates on the principle of two vertical moving banks of shelves within an enclosed work station, akin to two parallel lifts. Measuring 113 in by 27.5 in by 97.5 in, Pharmalift offers 363 ft of shelf footage based on 5 in deep conventional shelves. Average shelf selection takes three seconds. The required shelf moves upwards or downwards with items being withdrawn at a convenient working height.

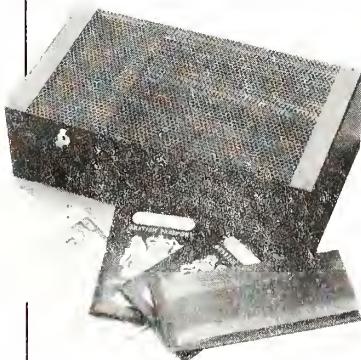
Plastic dividers form storage compartments according to the required sizes. Pharmalift operates on standard 240 volts single phase domestic supply, obviating the need for three phase supply installation. *Kardex Systems (UK) Ltd. Tel: 01-885 5588.*

Safebox for safes

Any company using a safe to protect valuable items from theft, can upgrade security with a new device from Volumatic.

Safe Box is a low-cost approach to foiling burglary from safes. Burglars basically use two methods to steal from safes. They either cut them open on site, or take them away to be opened later. With a Safe Box fitted burglary of paper items from safes is virtually impossible, claim Volumatic.

The device consists of a small box and shelf unit which is bolted onto the internal roof of any type of safe or steel security cabinet. The shelf unit measures 350 by 190 by 105 mm. Powered by a long-life lithium battery, the



device is passive until an attempt is made to cut open or move the safe, when Safe Box will release clouds of bright orange permanent paper-staining dye.

The system can only be deactivated by an authorised key holder and a photo-electric cell automatically disarms the device when the safe door is opened. An indicator light warns of low battery power levels. Safe Box is initially installed by Volumatic, but no servicing is needed except for occasional battery replacement and a new dye cartridge every three years. The price, including installation, is less than £200 + VAT. *Volumatic Ltd. Tel: 0203 684217.*

Tills for corner shop and beyond

Three new electronic cash registers, each with memory and one extendable into a multi-station computer interface system come from TEC (UK) Ltd.

The MA206 is a "corner shop" cash register designed to appeal to the small operator who requires simple cash accounting plus the benefit of a memory for storing up to 100 price look-up details. A large multi-compartment money drawer lifts out and has a lockable top for security. The keyboard handles cash, cheques or coupons.

The MA216 (£660) is a more sophisticated middle of the range ECR, appealing to the larger store operator. It can deal with 30 departments and be programmed to carry 200 price look-ups. It has the built-in capacity for four cashiers plus a push-button control option. There are four



media keys — cash, cheques, coupons and credit cards.

Should the cashier at any time need to know the takings an X report can be made without clearing the memory, and a Z report can be issued summarising the day's takings. A monthly accumulation of all sales is available.

Finally there are three versions of the top-of-the-range MA1900 — a basic stand alone machine, a system with a master, back-up master and satellite slaves, and another interpretation with a flat keyboard (from £1,150). *TEC(UK) Ltd. Tel: 0923 33688.*

ECR central link-up

Sanyo Information Systems have extended their range of electronic cash registers with the launch of the 6400. It can be linked to a series of other ECRs at different points in a building enabling the customer to make a single payment at the master unit and it can be connected directly to a central management computer allowing sales information to be downloaded and price changes automatically transferred.

The Sanyo 6400's other features include a two-line dot matrix display incorporating a 16 character alpha-numeric top line and an eight digit numeric bottom line, user memory allocation from price look-ups to departments (a department being a group of products allocated to a single slot on the keyboard), a slip printer offering a delayed customer check facility and 1,000 hour memory protection with built-in rechargeable batteries. *Sanyo Business Systems (UK) Ltd. Tel: 0923 246363.*

Customised Minisoft tags

Senelco, who specialise in loss prevention, have introduced Minisoft, a new soft tag suitable for all soft goods and a variety of hard goods. The tag can be custom printed for the retailer with his own graphics or barcode.

Minisoft is designed primarily to increase the security level in stores that are already protected by Senelco high frequency systems. Working in conjunction with more obvious tags, the Minisoft tag acts as a second line of defence. If normal tags are attacked by semi-professional shoplifters, Minisoft tags, which have the same sensitivity as the larger tags, may remain hidden where shoplifters do not expect a second security tag.

The tag is normally attached using Denison thread, but can also be placed inside the article. The tags are removed at point of sale and can be reused. *Senelco Ltd. Tel: 0753 37722.*

Pegwall down in price

Price reductions of up to 25 per cent have been announced by Abbott Products for their Pegwall slatted wall display system, following a £500,000 investment in new manufacturing plant.

With application in all types of retailing, the Pegwall display system is available with accessories and specialist fittings for specific trades. *Abbott Products Ltd. Tel: 0621 772248.*



A new banknote counter featuring a "document sort" facility, which causes the machine to stop automatically when it senses a banknote of the wrong denomination, which has been introduced by Case-ICC. Called the FPAF-30SC, it is already finding applications in outlets used where large numbers of banknotes have to be counted on a daily basis, says Case-ICC Ltd. Tel: 0992 553553.

Q&A

The Pharmaceutical Services Negotiating Committee explains why this prescription for Tenuate Dospan cannot be legally dispensed.

QUESTIONS

- Has this prescription been written correctly?
- The prescription is presented to the pharmacist four months after

Age if under 12 years	vis. mths	Miss A Person		
Address				
Pharmacy Stamp				
Pharmacist's pack and quantity endorsement	No. of days treatment N.B. Ensure dose is stated	NP	Pricing Office use only	
Tenuate Dospan one to be taken mid-morning. Mite 30 (Thirty)				
Signature of Doctor		Date	Dr. Brown 13.6.89	
IMPORTANT: Read notes overleaf before going to the chemist.				
Form FP10 (Wales) (Rev. 12/77)				

ANSWERS

- No — the doctor has not stated the "form" of the preparation on the prescription. Despite the fact that Tenuate Dospan is available only in tablet form it is a requirement under the Controlled Drug Regulations that the form of the preparation is to be stated on the prescription.
- No — a Controlled Drug prescription for a Schedule 3 Controlled Drug is valid only for 13 weeks.
- No — Tenuate Dospan is a Schedule 3 Controlled Drug therefore the prescription must be written in the doctor's own handwriting.

This year we're really sticking our neck out ...



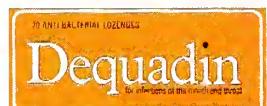
And it's costing us nearly £500,000 to do it.

In an extensive press campaign "Knotty Nigel" will be working hard to persuade your customers to ask for new Dequacets by name. In addition, radio coverage will be promoting the Dequa range.

Place your order now via your local wholesaler or Evans representative.



When a sore throat comes with a stuffy nose.



For soothing all the family's sore throats.



For severe sore throats.

EVANS - Keeping ahead of the competition

Experiments with a part-time pharmacy

C&D travelled to the Essex village of Ingrave to visit Nick Wood's latest part-time venture

With a successful small group of pharmacies, Royal Pharmaceutical Society Council member Nick Wood was not interested in essential small pharmacies. When he first bought a drugstore-cum-woolshop near his Brentwood base, it was with the intention of running it for a couple of years to see what would happen. But after a change in the Essential Small Pharmacy Scheme, a trip to the FPC offices with an Ordnance Survey map, and a neat shopfitting job, part of the premises are now registered as a pharmacy which provides a full pharmaceutical service for 31 hours a week.

It's not that the Ingrave East Ham estate has never had a pharmacy. The premises where Mr Wood now has his business was a pharmacy when the estate was first built by Newham Council to take overspill from London's East End, but it closed in the mid-70s when the local doctor moved and the branch surgery disappeared. The shop then went through several incarnations as a drugstore, finally with a sideline selling wool, which Mr Wood has continued in a modest way, with some success.

"It was offered to me by a friend. He'd bought it for his daughters to run but they had got fed up with it and it was making a loss," says Mr Wood. My intention at the time was to run it as a drugstore for a year or two and see what happened. We did improve it quite a bit but I was uncomfortable running it as a drugstore. People were asking whether we



The pharmacy open for business...

did prescriptions, asking for medicines we hadn't got, or couldn't in any case sell because we weren't a pharmacy."

It was when the Essential Small Pharmacy Scheme distance criteria changed from two kilometres as the crow flies to two kilometres by the shortest practicable route that Nick Wood first seriously thought about extending the service he was offering. "I got down on the floor with a map and worked out I was over two kilometres from the next nearest pharmacy either in the centre of Brentwood or

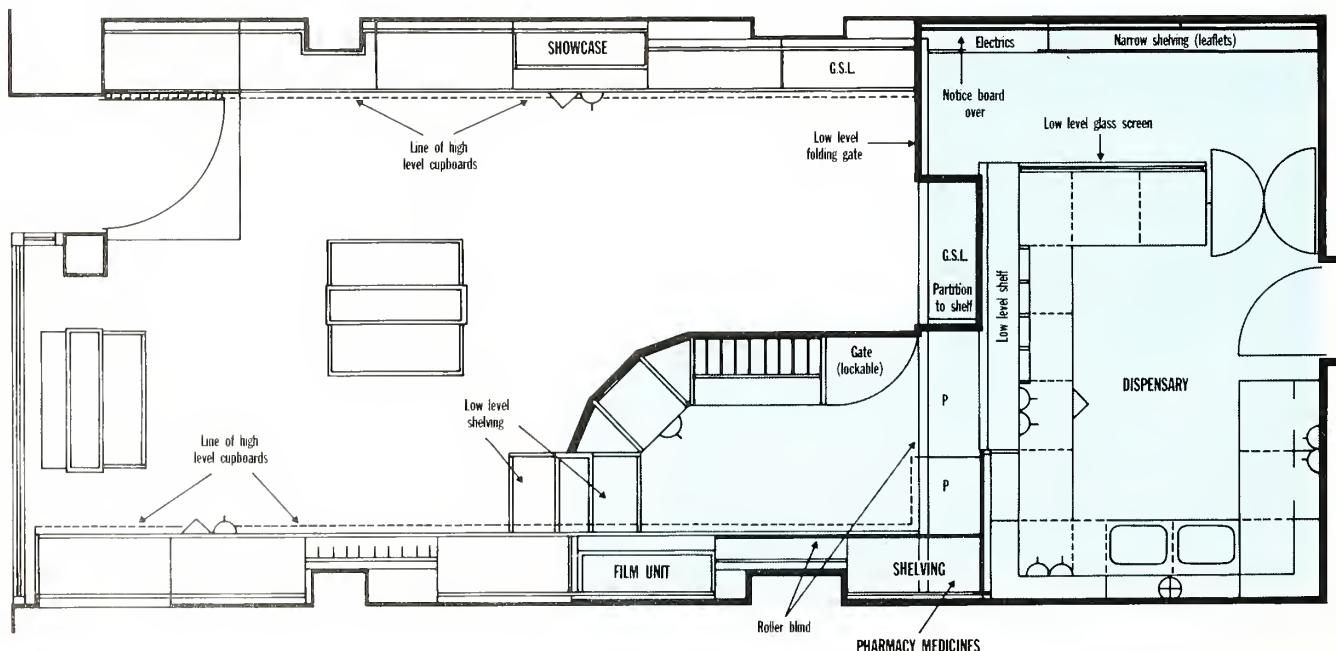
from my own pharmacy at Warley Hill. So I applied to the FPC, who disagreed. I accepted that, thought no more about it and eventually made plans to sell the shop."

Fate then took a hand. On the agreed date of completion, the sale fell through. "I got very cross, checked the map and convinced myself the FPC was wrong," Nick Wood recalls. "I went down to Clacton and pinned out the map on the administrator's desk with bits of string and pins." The recalculated distance from the nearest pharmacy crucially hinged on the route over the railway line. In the end, Essex FPC had to concede Mr Wood's route was over two kilometres from the nearest pharmacy.

By this time, the doctors and pharmacists in Essex, largely in the wake of the Writtle dispute, had attempted to sort out, on a county-wide basis, which areas were "urban" and which were "rural". As a result of widespread disagreements applications for pharmacies in rural areas were "frozen" which meant another delay, but permission was eventually granted.

Mr Wood's next decision was how the pharmacy should operate. He judged in the first instance that, with no doctor on the estate, employing a pharmacist full-time would be uneconomic, despite the essential small pharmacy payments. "We thought the best thing to do was to create a part-time pharmacy though, strangely, it isn't a part-time pharmacy by definition because it actually does 31 hours a week which makes us eligible for the full ESP payment."

The decision to open part-time applied only to the pharmacy side of the operation and Mr Wood then approached the National



Pharmaceutical Association's planning department for a design that would enable the shop to operate as a pharmacy for most of the week, but which would convert simply to a non-pharmacy business for the remainder.

The design the NPA came up with, and which Woodstyle of Cambridge installed, has only the dispensary, and the area behind and including the front counter registered as a pharmacy (shaded area on plan). Plans were completed in consultation with the Law Department of the Royal Pharmaceutical Society.

Lockable gates divide the pharmacy from the main shop and counter area. Pharmacy medicines are displayed on shelves behind the counter; outside pharmacy opening hours, blinds are pulled down shielding them from view. GSL medicines are available on self-selection shelves in the non-registered part of the shop.

An area down the side of the dispensary has been used as a consultation area/advice centre with leaflet display. One central gondola offset from the door moves customers round the shop, and high level cupboards hold overflow stock out of sight. The word "pharmacy" is conspicuous by its absence from the shopfront; an illuminated sign shows when a prescription service is available, and the pharmacy hours are displayed on the window.

Shop opening is from 9 to 5.30 every day except Wednesday half day 9 to 1. The pharmacy is open from 9 to 2 weekdays (Wednesday 9 to 1) and all day on Saturday. Two pharmacists share the professional duties

between them, Nick Wood works alternate Saturdays. In the front of the shop, duties are shared by two local ladies.

Prescription volume has lived up to expectations. Says Nick Wood: "The ESPS assumes you get 500 scripts a month, then it makes up the difference in remuneration between the scripts you've done, and the equivalent of 16,000 scripts a year. When we opened in April we got the 500 scripts a month straight away, and figures are now well above target." The change to a pharmacy had been supported by a petition from residents of the estate. It was never required for the application, though Mr Wood says the obvious support of so many locals was a great help.

The dual nature of the business does cause problems. In the same way that full-time pharmacies have problems when the pharmacist is absent at lunch-time, customers are puzzled when they can't buy Pharmacy medicines or collect prescriptions in the afternoon when the "drugstore" remains open. "It is still not economic to open it as a pharmacy full-time, though obviously it would be if a doctor's surgery were to come back to the estate," says Mr Wood.

Ingrave now has a pharmacy again after a break of more than a decade, and Nick Wood has a promising new business through recognising the possibilities and the limitations. Even so, he admits to a little fortune. "If it had been offered as an essential small pharmacy we, as a small chain, probably wouldn't have bought it. We got it as a drugstore to make a small profit, but it just grew like Topsy."



... and closed with the shutters down covering the Pharmacy medicines

THANK YOU FOR MINDING YOUR OWN BUSINESS

Evans Medical wish to thank all our Pharmacist friends who entered the Business Decision Game featured in this journal in November. The response was overwhelming and of the highest calibre - over 95% of the entries submitted were correct. Our 36 lucky winners selected at random are listed below.

FEBRUARY

Mr David Beynon
Swansea

Mr Ronald Caine
Eyemouth

Mr David Cousins
Derby

Mr M. Doxat-Pratt
Haslemere

Mr R. Edmunds
Carriforth

Mrs W. M. B. Fox
Bedford

Mr K. A. Gardner
Bury

Mr L. Hetherington
Leeds

Mrs J. E. Jenkins
Weymouth

Mr D. A. Lee
Lincoln

Mrs L. Martin
Kings Lynn

Ms Joan Menké
Carlisle

Mr M. Myers
London

Ms June Orton
Wirral

Mr Kishore Patel
Feltham

Mr J. R. Such
Beeston

Ms Angela Timoney
Leicester

Ms Anne White
Birmingham

MARCH

Mr Frank Brean
London

Mr J. Carracher
Ayrshire

Mr K. J. Collier
Newton Abbot

Mr A. T. Costello
St Helens

Mr Gordon J. Craig
Cardross

Miss M. Fleming
Manningtree

Mr H. S. Foster
Tyne & Wear

Mrs I. Gummerson
Wakefield

Mr C. J. Hilton
Baldock

Mr N. T. Jones
Bedford

Mr T. E. Kinrade
Isle of Man

Mr S. V. Ladva
London

Ms Sheena Marshall
Sandbach

Mrs T. Murray
Tipton

Mr R. C. Newman
Poole

Mr P. J. Patel
Worcester Park

Mr R. Schofield
Norwich

Mr Nigel Simmons
Oxford

Our commiserations if you weren't chosen but we're delighted that so many of you, like us, are concerned about improving performance.

We would like to take this opportunity of wishing all our friends a very happy and successful New Year.

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BUSINESS NEWS

Janssen aim for top ten in the '90s

Janssen Pharmaceuticals are to take over Lenium, Franolyn, Phisohex and Phisoderm from Sterling Health who in return will have exclusive marketing rights for Janssen's Motilium.

"Janssen currently have a large market share of the OTC market with a few products. The addition of these new products will enable us to enter into the top ten in the early 1990s," says Pharmacy Division product manager, Ellie Hughes.

Sterling Health look to "concentrate on their core business areas" in analgesics and digestive remedies. Product manager Paul Stuart-Kregor says: "This agreement for the UK will enable us to major in on the two areas. Sterling is faced with too many products for the resources available. Motilium together with our product Evoxin will help to achieve this objective."

BCL change name

Boehringer Corporation (London) Ltd — BCL — changed its name on January 1 to Boehringer Mannheim UK (Diagnostics & Biochemicals) Ltd.

The change is said to be part of a corporate identity initiative by the Boehringer Mannheim group worldwide, and in practical terms to signify closer co-operation between group companies.

Unichem enlist peer as new chairman



Unichem chief executive Peter Dodd (left) meets his peer, Lord Rippon of Hexham PC, QC

Unichem have appointed Lord Rippon as non-executive chairman in preparation for going public in May, should this move be approved by the shareholders. Lord Rippon will succeed David

Mair as chairman should the flotation take place.

Lord Rippon of Hexham PC, QC is president of Britannia Arrow Holdings and chairman of Dun and Bradstreet, Michael Page, the Robert Fraser Group and Brasseys Defence Publishers. He is a director of the Maxwell Communication Corporation and the Group Bruxelles Lambert.

As a Member of Parliament for 30 years, Lord Rippon held ministerial and cabinet posts, including Secretary of State for the Environment, and was responsible for negotiating Britain's entry into the European Community. He was made a Life Peer in 1987.

Investment optimism

Manufacturing investment is set to rise by around 1 per cent, according to a survey of investment intentions by the Central Statistical Office. The survey also predicts that investment in 1991 will rise still further.

A spokesman for the ABPI said that in the pharmaceutical sector uncertainties exist about the effects of the reform of the NHS, and the effects of 1992. "Concerns about certain aspects of the single European market in 1992 focus on what sort of regulatory authority will emerge for the industry; pricing policies for pharmaceuticals; and the progress which can be made on

patent restoration," he said.

However, the ABPI emphasised that the industry continues to be successful with exports: "We estimate a £950m balance of trade surplus for 1989 in the pharmaceutical sector, against a national deficit likely to be some £20 billion," said the spokesman.

The Government is currently considering European Commission proposals for extending patent protection of pharmaceuticals and the likely impact on the industry — research-based and generic — and on prices. Industry and Enterprise Minister Douglas Hogg said in a recent Commons written reply.

Heat on bank card rates

Retailers will soon be able to charge customers more for payments made by credit cards, or offer discounts to those using cash, following a move made by Trade and Industry Secretary Nicholas Ridley.

The banks had previously made it a condition of acceptance that there should be no difference in charges made to customers using credit cards — despite the fact that the retailer might have to hand over some 3.5 per cent of the value of the transaction to the bank, for the privilege of using the system.

A spokesman for the Retail Consortium told C&D that the move by Mr Ridley would be welcomed by retailers. "Retailers selling high cost items, such as jewellery, might well look to charge more for the use of a card, as a single sale of say £300 or £400 gave rise to a charge of some £10 or more," he said.

Even more significant was the move to force banks to disclose the inter-bank fees and other charges and profits that the banks made on credit card transactions.

This announcement by the Secretary of Trade and Industry followed a report on the credit card industry by the Monopolies and Mergers Commission last Summer. Mr Ridley was said to have decided to go further than the MMC's recommendations in view of the profits of the five main card issuers, which accounted for 80 per cent of the market.

This is the second "loosening" of credit card conditions since the beginning of December with the Sainsburys/Lloyds and Barclays agreement on debit/credit cards.

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New company for skin

L'Oréal and Nestlé have launched Galderma (UK) Ltd in a joint venture which is to be dedicated to the innovation and marketing of dermatological products in the UK. It will distribute the range of dermatologicals previously marketed by Alcon Laboratories (UK) Ltd.

Galderma is an international company with worldwide sales of some \$60m and is jointly owned by L'Oréal and Nestlé. Galderma is supported by L'Oréal's research in France.

Galderma's managing director David Jefferis says: "Galderma is engaged in research into acne, psoriasis, eczema and cutaneous infections. Galderma (UK) will enable this research to be made available in this country."

The address is Galderma (UK) Ltd, Imperial Way, Watford, Hertfordshire. WD2 4YR. Tel: 0923 210180.

CBI warning

The Confederation of British Industry has warned firms to beware of invoices, posted along with the 1.5 billion items of Christmas mail which the Post Office will be delivery this year.

The invoices come from European fraudsters and purport to be orders for entries in international telex and fax directories, most of which are non-existent.

They are being slipped in with the Christmas mail, in the hope that firms may be less vigilant and let them through. They may look innocuous, but a signature could mean a firm will be faced with demands for hundreds, if not thousands of pounds, warns the CBI.

The CBI's advice to companies is to ignore these invoices and never send money. They should also ignore legal threats, because in the UK, companies are protected by the 1971 and 1975 Unsolicited Goods and Services Acts".

Rating lists lodged with valuation offices

The new rating lists compiled following the 1988 revaluation have been lodged at valuation offices this week. These valuations, which come into force on April 1, will not be sent to individual businesses, and those wishing to challenge them will have to contact the valuation offices direct.

The absolute level of rates on a property will be the new rateable value multiplied by the uniform business rate previously announced by Environment Secretary Chris Patten. The level of UBR has been set so that the total rate take for the year will be about the same in 1990-91 as in 1989-90.

As reported in last week's *C&D*, UBR has been set at 34.8p for England and 36.8p for Wales, reflecting that on average, rateable values have increased about eight times. Whether a business' rates will increase or decrease depends broadly on two things: first, whether the rateable

value of a property increases by more or less than the average for all properties; second, whether the local authority has been levying a rate higher or lower than the national average.

Figures released by the Inland Revenue suggest that warehouses will benefit from reduced rates anywhere outside Inner London. Shops, on the other hand, will generally be paying much higher rates in London, the South and East Anglia. To a lesser extent rates on shops look set to rise in Wales as well. However, for much of the Midlands and the North, overall rates should fall.

The statistics show office rates falling in more regions than they will be rising, with only inner London and the South suffering major rate rises.

However, all these changes are modified by the Government's transitional arrangements, which puts a ceiling on rate rises or falls in any one year.

Overall changes in rate bills by property type with region. England and Wales

Property Type	Factories	Warehouses	Shops	Offices
Region	%	%	%	%
West Midlands	-47	-40	-15	-24
North West	-47	-44	-16	-36
Northern	-49	-50	-15	-38
Yorkshire &				
Humberside	-38	-36	-5	-27
East Midlands	-35	-24	-3	-22
East Anglia	-12	-7	+29	+5
South West	-16	-10	+32	+10
Inner London	+5	+13	+72	+22
Outer London	-20	-15	+24	-1
Rest of South East	-13	-2	+31	+28
Wales (ex Central List)	-27	-16	+20	-2

The table represents rents payable 1990/91 at 1989/90 prices not allowing for reductions on appeal, non-payments due to properties being empty etc, inflation and limits set by the provisional arrangements for increased and decreased payments. The transitional arrangements are: Maximum additional payment for properties valued at less than £10,000 (£15,000 in London) is 15 per cent, properties valued at £10,000 or more maximum increase 20 per cent. Maximum decrease in payment is 15½ per cent for the smaller properties and 10½ per cent for the larger. All transitional arrangements are in real terms and inflation must be added.

COMING EVENTS

1990s prescribing

Health Secretary Kenneth Clarke will give the Government view on "Prescribing into the 1990s" at a conference at Le Meridien Hotel, Piccadilly, February 15-16.

Topics include "How Europe regulates drugs today" "FPC and PACT" and "Marketing in the 1990s". Speakers include Alan Smith, director, British Generic Manufacturers Association, and Michael Heseltine. Fees, including dinner, are £695 (exc. VAT). Details, Caroline Pearson, 01-436 2235.

Tuesday, January 9

Lanarkshire Branch, RPSGB. The Old Mill Hotel, Motherwell at 8pm. Joint meeting with Lanarkshire division of the BMA. Talk by Mrs E. Aughey, Glasgow vet school.

Stockport Branch, NPA. Alma Lodge Hotel, at 7.30pm. "Is there life after cost plus?" by Michael Brining, financial executive, Pharmaceutical Services Negotiating Committee.

Wednesday, January 10

Isle of Wight Branch, RPSGB. Postgraduate Medical Centre, St Mary's Hospital, Newport at 8pm. Dr Chapman on "The modern voyage of the Beagle".

Mansfield Branch, RPSGB. Mansfield & District General Hospital Postgraduate Centre at 7.30pm. Dr E. Sahan, consultant dermatologist on "Current treatments in dermatology".

Thursday, January 11

Ayrshire Branch, RPSGB. Piersland House Hotel, Troon. "Chiropody, What the pharmacist should know." by Mr J. Mullen.

Glasgow Branch, RPSGB: McCance Building, University of Strathclyde, Glasgow at 7.30pm. "GPASS, computerised prescribing in general practice," Dr M.P. Ryan, medical director, West Coast computer services consortium, Paisley.

Wirral Branch, RPSGB. Postgraduate Medical Centre, Clatterbridge Hospital at 8pm. "Bidston Observatory" by Dr B. Edge.

Northumbrian Branch, RPSGB. Postgraduate teaching centre, Freeman Hospital at 7.30pm. General knowledge quiz, questionmaster Mr J. Sproate.

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For more information about the post or to arrange an informal visit to the department, please phone Tim Root, Group Pharmacist on 01-352 8171 ext. 2420. Job description and application form available from the Personnel Department on exts. 2146/2147. Closing date: 19th January 1990.

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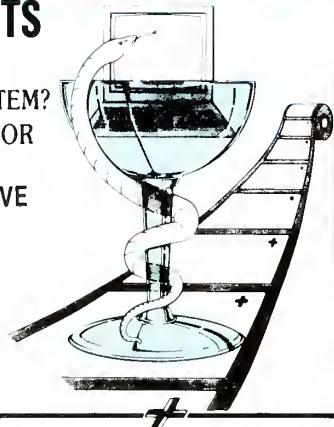
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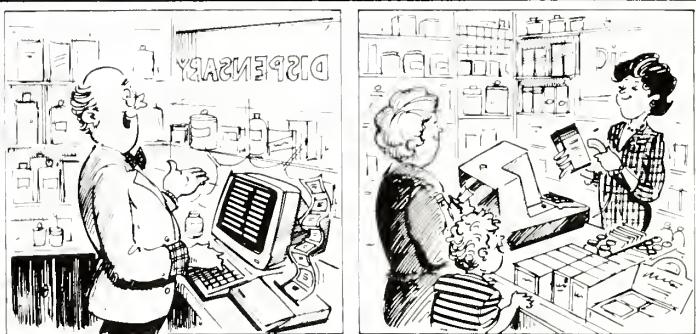
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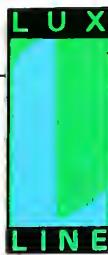
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ABOUT PEOPLE



Industry chief honoured

Former presidents of the Association of the British Pharmaceutical Industry and Association of Pharmacy Technicians were named in the New Years Honours list.

Pharmacist David Godfrey (pictured above), a main-board director of Wellcome plc and Wellcome Foundation Ltd, was named a Commander of the British Empire for service to the pharmaceutical industry. Based at Wellcome's Crewe site, Mr Godfrey is responsible for the group's business in the UK, Australia, New Zealand and southern Africa.

After training at London School of Pharmacy he qualified in 1950 and first joined Wellcome in 1956 as a medical representative. After five years with Sterling Winthrop he rejoined Wellcome in 1966 to complete the takeover of the Calmic group and effect its integration into Wellcome. He joined the board in 1971.

He was ABPI president from April 1987-April 1989, having been on the board of management since 1970. He is currently a vice-president of the European Federation of Pharmaceutical Industry Associations and a member of the policy co-ordination committee of the

International Federation of Pharmaceutical Manufacturers Associations. He told *C&D* on Tuesday he was "delighted" with the award.

Also pleased to be honoured was Joyce Padmore (pictured below), president of the Association of Pharmacy Technicians from 1979-87 and chairman for about 12 years before that. Miss Padmore was made a Member of the British Empire.

She retired in 1988 from Good Hope General Hospital, Sutton Coldfield, where she was senior pharmacy technician. Previously she worked at Dudley Road Hospital, Birmingham. Her main contribution to the association was in education, campaigning for pharmaceutical technology to be included in courses run by the Technicians Education Council.



A century!

Pharmacist Maurice Roots celebrated his 100th birthday last month.

Born in Rochester, he moved back to the city in 1913 where he worked for Savory and Moore until he retired at age 76.

In an interview in the *Kentish Gazette*, Mr Roots remembered dispensing leeches, measuring a customer for a wooden leg, and putting down cats and dogs. His first wage packet contained £2.10s, a considerable sum for the time. He now lives at Pilgrims Lodge home, Canterbury.

CPP essay prize for Maguire

Dr Terry Maguire of Belfast is the first winner of the CP Pharmaceuticals award from the College of Pharmacy Practice.

Dr Maguire, who took the community pharmacy option of the PtII College exam last year, won the award for his three essays. He is currently Nuffield research fellow at the Queen's University pharmacy practice research unit.

The award will usually be

made for the best practice workbook submitted each year as part of the new membership examination, but CP Pharmaceuticals agreed to introduce the award in 1989 for the most outstanding essay performance.

As part of the award, money will be made available to Dr Maguire to prepare a poster for display at the College's 1990 annual meeting.



Pharmacist Graham Readman of Cooper & Kime Ltd, Middlesbrough, won first prize in a Blistex competition — a skiing holiday in Austria — which attracted entries from some 3,500 pharmacists. Pictured here from left to right, DDD brand manager Simon Coleman and territory manager Malcolm Sant making the presentation to Graham Readman

APPOINTMENTS

Crookes Healthcare have appointed David Reilly as junior product manager for Farley's rusks.

Wella Great Britain have appointed Terry Cole as director, consumer products division. He was formerly general manager of that division.

Nurdin & Peacock have announced a number of moves and new appointments. John Rushworth is to become general manager of the new Blaydon branch and his position at Luton will be filled by Mr M. McCann. Stuart Badman, associate director and branch general manager at Nuneaton, will become responsible for business development. Brian Lloyd moves to Nuneaton and Robert Beastall to Aldershot. Ann Erkut has been

appointed branch manager at York.

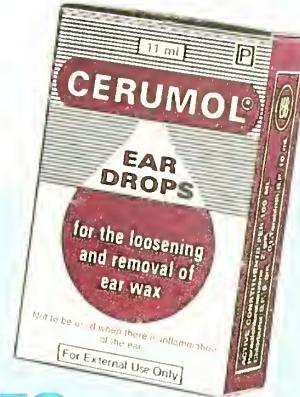
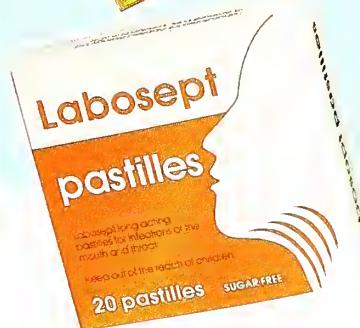
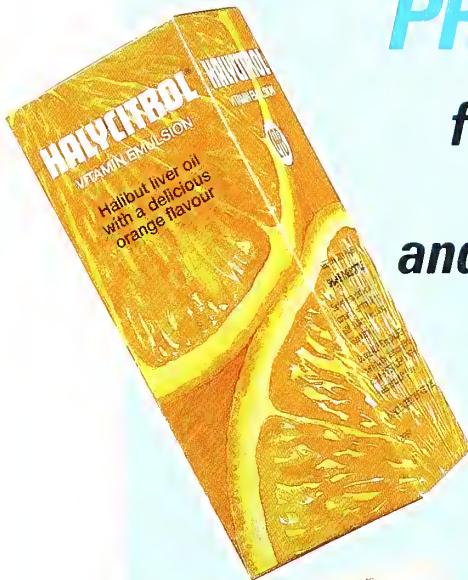
Chemtec Systems Ltd have appointed Barbara Smith as area sales manager for the Midlands.

Sanofi UK Ltd have appointed Mr Paul Woddis as chief operating executive. Dr David Brickwood has been appointed managing director of the pharmaceutical division.

Immuno International AG have appointed Dr Stuart Burgess as an advisor, covering the USA, Canada and the UK. Dr Burgess retired as chief executive of Amersham International at the end of last year. Immuno International is a Swiss company specialising in vaccines and blood-related products.

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